

# State of Vermont

Buildings and General Services  
Office of Purchasing & Contracting  
10 Baldwin St  
Montpelier VT 05633-7501  
USA

## CONTRACT



**Vendor ID 0000001569**  
**Walsh Electric Supply Co Inc**  
**Ethan Allen Industrial Park**  
**30 Champlain Dr**  
**Colchester VT 05446**  
**USA**

**Phone #: 802-655-7090**

<b>Contract ID</b> 0000000000000000000025619		<b>Page</b> 1 of 11
<b>Contract Dates</b> 11/01/2013 to 10/31/2015	<b>Origin</b> CPS	
<b>Description:</b> CPS-LED LAMPS & FIXTURES - EXT	<b>Contract Maximum</b> \$999,999.00	
<b>Buyer Name</b> Berini,Brian Jon	<b>Buyer Phone</b> 802/828-2217	<b>Contract Status</b> Approved

Line #	Item ID	Item Desc	UOM	Unit Price	Max Qty	Max Amt
1		Gardco BR8430CWLNW36010UNIVBRP DARK SKY: YES SMARTLIGHT: NO  NEW FIXTURE REPLACES THE FOLLOWING: 70W METAL HALIDE/BOLLARD 75W METAL HALIDE/BOLLARD	EA	665.00000	0.00	0.00
2		Hadco RX216012CASNNSN DARK SKY: YES SMARTLIGHT: NO  NEW FIXTURE REPLACES THE FOLLOWING: 400W HPS/COBRA HEAD	EA	1,052.00000	0.00	0.00
3		Halo RL560WH DARK SKY: YES SMARTLIGHT: NO  NEW FIXTURE REPLACES THE FOLLOWING: 18W CFL/RECESSED 2-13S trpl Biax/RECESSED 2-26W CFL/RECESSED	EA	60.00000	0.00	0.00
4		Lumark XTOR3A DARK SKY: YES SMARTLIGHT: NO  NEW FIXTURE REPLACES THE FOLLOWING: 100W Metal Halide 100W MV 20W CFL 250W HPS 26W CFL TBIAX 28W TT 35W Metal Halide 40W CFL 42W CFS-208V 55W CFL 55W LPS 70W HPS 70W MH-277V 75W CFL	EA	210.00000	0.00	0.00
5		MaxLite ELLF405U DARK SKY: YES SMARTLIGHT: NO  NEW FIXTURE REPLACES THE FOLLOWING: 1000W Metal Halide	EA	2,100.00000	0.00	0.00
6		MaxLite MLAR30LED50 DARK SKY: YES SMARTLIGHT: NO  NEW FIXTURE REPLACES THE FOLLOWING: 175W MV	EA	300.00000	0.00	0.00

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7		RAB BLED20 DARK SKY: YES SMARTLIGHT: NO  NEW FIXTURE REPLACES THE FOLLOWING: 28W CFL	EA	240.00000	0.00	0.00
8		RAB FFLED18 DARK SKY: YES SMARTLIGHT: NO  NEW FIXTURE REPLACES THE FOLLOWING: 100W Quartz 150 PAR38FL	EA	160.00000	0.00	0.00
9		RAB FFLED39 DARK SKY: YES SMARTLIGHT: NO  NEW FIXTURE REPLACES THE FOLLOWING: 42W CFL	EA	150.00000	0.00	0.00
10		RAB FXLED78SF DARK SKY: YES SMARTLIGHT: NO  NEW FIXTURE REPLACES THE FOLLOWING: 250W Quartz 400W Metal Halide 500W Quartz	EA	520.00000	0.00	0.00
11		13BR30/END/F90 2700-700 DIM SM 6/1 DARK SKY: NO SMARTLIGHT: YES  RETROFIT ITEM TO REPLACE THE FOLLOWING: 26W CFL 65BR30FL 75WPAR30 PAR 30 CFL	EA	4.99000	0.00	0.00
12		18PAR38/END/F25 3000-1050 OD 6/1 DARK SKY: NO SMARTLIGHT: YES  RETROFIT ITEM TO REPLACE THE FOLLOWING: 100W Inc 2-90PAR 2-90PAR38FL 75PAR38FL 90 PAR 38 FL 90PARFL F40CW PAR38 CFL	EA	4.99000	0.00	0.00
13		423525 22A21/END/2700 DIM DARK SKY: NO SMARTLIGHT: YES  RETROFIT ITEM TO REPLACE THE FOLLOWING: 50W HPS 50W Metal Halide	EA	39.00000	0.00	0.00

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14		428755 15A21/END/2700 DIM DARK SKY: NO SMARTLIGHT: YES  RETROFIT ITEM TO REPLACE THE FOLLOWING: 20W Metal Halide	EA	18.50000	0.00	0.00
15		8PAR20/END/F25 2700 DIM 6/1 DARK SKY: NO SMARTLIGHT: YES  RETROFIT ITEM TO REPLACE THE FOLLOWING: 50R20	EA	4.99000	0.00	0.00
16		Energy Focus LEDRFK-DW-VFL-MD DARK SKY: YES SMARTLIGHT: NO  NEW FIXTURE TO REPLACE THE FOLLOWING: 250W Metal Halide	EA	200.00000	0.00	0.00
17		GTL GTSOL2754GR-HI DARK SKY: YES SMARTLIGHT: NO  RETROFIT ITEM TO REPLACE THE FOLLOWING: 100W HPS 175W Metal Halide	EA	340.00000	0.00	0.00
18		LEDWP-656VFL-RFK DARK SKY: YES SMARTLIGHT: NO  RETROFIT ITEM TO REPLACE THE FOLLOWING: 150W HPS 150W Metal Halide 175W HPS	EA	200.00000	0.00	0.00
19		Philips 11A19/END/2700 DIM 6/1 DARK SKY: NO SMARTLIGHT: YES  RETROFIT ITEM TO REPLACE THE FOLLOWING: 13W CFL 2-13W CFL 40W Inc. 4-13W CFL 50W Inc 60W Inc. 65W Inc	EA	4.99000	0.00	0.00
20		Terra lux TLK-DDL-D-04-30-00 DARK SKY: YES SMARTLIGHT: NO  RETROFIT ITEM TO REPLACE THE FOLLOWING: 50W MH-277V	EA	165.00000	0.00	0.00
21		Parking Garage Luminaire. Beta. Part # PKG-304-5M-PD-04-E-UL-SV-525-ML, Smartlight=No. Dark Skay=No.	EA	483.33000	0.00	0.00

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22		Parking Garage Luminaire. Beta. Part # XA-PSFTG. Smartlight=No. Dark Sky=No.	EA	55.55000	0.00	0.00
23		Pendant Fitting for Parking Garage Luminaire. Beta. Part #PKG-304-5M-PD-04-E-UL-SV-525. Smartlight=No. Dark Sky=No.	EA	600.00000	0.00	0.00
24		Maxlite MLPKG40LED50 Parking Garage/Canopy Fixture, 40W, Dark Sky=No, Smartlight=No	EA	275.00000	0.00	0.00
25		Lithonia, 2GTL2LP8XX, Lithonia 2x2 Troffer, 39W, 3700 lumen, 3500K or 4000K color temperature. XX refers to color temperature. Dark Sky-NO, Smartlight-NO.	EA	117.50000	0.00	0.00
26		Philips 2DLG38L8XX-2-D-UNV-SWZ Philips DualLED, 2x2 Troffer, Integrated Spacewise occupancy & daylight harvesting controls, 38W, XX refers to color temperature Dark Sky No Smartlight No	EA	273.75000	0.00	0.00
27		Philips 2DLG43L8XX-4-D-UNV-SWZ Philips DualLED, 2x4 Troffer, Integrated Spacewise occupancy & daylight harvesting controls, 38W, XX refers to color temperature Dark Sky No Smartlight No	EA	310.00000	0.00	0.00
28		Philips 2x4P42L39W8XX-XX Philips, EVO Kit, 2x4 Troffer Retrofit Kit, 39W, XX refers to color temperature and dimming options Dark Sky No Smartlight No	EA	111.00000	0.00	0.00
29		Philips 2x4P52L51W8XX-XX Philips, EVO Kit, 2x4 Troffer Retrofit Kit, 39W, XX refers to color temperature and dimming options Dark Sky No Smartlight No	EA	111.00000	0.00	0.00
30		Philips 2CLG36L8XX-2-D-UNV-DIM Dayline, 2x2 Troffer, 3600lm, 3500K, Opal Diffuser, Universal Electronic 0-10V Dimming Driver Dark Sky No Smartlight No	EA	111.00000	0.00	0.00
31		Philips 2CLG41L8XX-4-D-UNV-DIM 2x4, 4100lm, 3500 or 4000K, Opal Diffuser, Universal Electronic 0-10V Dimming Driver Dark Sky No Smartlight No	EA	120.00000	0.00	0.00

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32		Philips 2CLG54L8XX-4-D-UNV-DIM Dayline, 2x4, 5400lm, 3500 or 4000K, Opal Diffuser, Universal Electronic 0-10V Dimming Driver Dark Sky No Smartlight No	EA	135.00000	0.00	0.00
33		Philips LF4EZ38XXULAG Philips EZ-Strip, 4', 4000lm, 3000K or 4000K, 100% Frost Lens, Universal Electronic Driver, Non-dimming. XX referes to color temperature choice Dark Sky No Smartlight No	EA	155.00000	0.00	0.00
34		Hubbell HBL-72U-AX-XX-X-070-CD-XX-ENCA Hubbell, High Bay, 169W, Pendant Mount, continuous dimming, X refers to Pendant size, beam spread and fixture color and Dark Sky No Smartlight No	EA	799.00000	0.00	0.00
35		RAB ALED3T78/XX RAB, Pole Light, 78W, 5100K, 120-277V, XX refers to photocontrol option Dark Sky YES Smartlight No	EA	450.00000	0.00	0.00
36		RAB WPLED26-XX RAB Wallpack, 30W, 5000K, XX refers to Photocell option Dark Sky YES Smartlight No	EA	210.00000	0.00	0.00
37		Hubbell VP-S-22NB-70-5K-T3-UNV-XX Beacon Viper, Pole Light, 70W, 5000K, Type 3 Distribution, XX refers to mounting option and color Dark Sky YES Smartlight No	EA	550.00000	0.00	0.00
38		Hubbell VP-S-30NB-90-5K-T3-UNV-XX Beacon Viper, Pole Light, 90W, 5000K, Type 3 Distribution, XX refers to mounting option and color Dark Sky Yes Smartlight No	EA	650.00000	0.00	0.00
39		Philips FBX12LL40-UNV Philips, FBX High Bay, 12,000 lumens 4000K Dark Sky No Smartlight No	EA	270.00000	0.00	0.00
40		Philips FBX16LL40-UNV Philips, FBX High Bay, 16,000 Lumens, 4000K Dark Sky No Smartlight No	EA	318.00000	0.00	0.00
41		Philips FBX20LL40-UNV Philips, FBX, 20,000 lumens, 4000K Dark Sky No Smartlight No	EA	388.00000	0.00	0.00

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42		Hubbell/Columbia LCS4-40ML-EU, Hubbell/Columbia, LED Strip, 53W, 5600 lumen, 4000K Dark Sky No Smartlight No	EA	139.97000	0.00	0.00
43		Hubbell/Columbia LAW4-40ML-EU Hubbell/Columbia, LED Wrap, 4400 lumen, 4000K Dark Sky No Smartlight No	EA	132.00000	0.00	0.00
44		Hubbell/Columbia LCS4-40VL-EU, Hubbell/Columbia, LED Strip, 106w, 11,200 lumen, 4000K Dark Sky No Smartlight No	EA	215.00000	0.00	0.00
45		Hubbell/Columbia LRO4-40ML-EU, Hubbell/Columbia, LED lensed strip, 53W, 5000 Lumens, 4000K Dark Sky No Smartlight No	EA	166.67000	0.00	0.00
46		Hubbell/Cimarron CL1S-A-16LU-5K-X-XX-XXX Hubbell/Cimarron, Pole Light, 38W, 5000K, X refers to distribution type, fixture color and photocell options Dark Sky Yes Smartlight No	EA	553.33000	0.00	0.00
47		Maxlite SKE17DLEDXX Maxlite, LED Eclipse, Screw in LED Flood, 17W, 4100K Dark Sky No Smartlight No	EA	39.00000	0.00	0.00
48		Maxlite SKPT12LEDU50E26 Maxlite, Post Top LED, 12W, 120-277V, XX refers to color temperature Dark Sky No Smartlight No	EA	65.00000	0.00	0.00
49		Maxlite SKPT36LEDXXX Maxlite, Post Top LED, 36W, 120-277V, XXX refers to color temperature Dark Sky No Smartlight No	EA	185.00000	0.00	0.00
50		Light Efficient Design LED-8023-EXX, Post Top LED, 35W, 100-277V, XX refers to color temperature Dark Sky No Smartlight No	EA	153.00000	0.00	0.00
51		Light Efficient Design LED-8028-EXX, Post Top LED, 21W, 100-277V, XX refers to color temperature Dark Sky No Smartlight No	EA	153.00000	0.00	0.00
52		Maxlite SKPT20LEDU50E26 Maxlite, Post Top LED, 12W, 120-277V, XX refers to color temperature Dark Sky No Smartlight No	EA	85.00000	0.00	0.00

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53		Maxlite MLCAN20LED50, Canopy light, 20W, 5000k Dark Sky No Smartlight No	EA	194.67000	0.00	0.00
54		Lumax VWLED37L4K24-9FPR, Vapor tight, 37W, 4000K Dark Sky No Smartlight No	EA	240.67000	0.00	0.00
55		Leviton ODS10-IDX, Switch type occupancy sensor, Single Pole, 120/277V, X refers to color of switch Dark Sky No Smartlight No	EA	31.06000	0.00	0.00
56		TCP LED7A19DOD27K, LED A19-Lamp, 7w, (40w equivalent), 450 Lumens, 2700K, Energy Star Rated, DARK SKY=NO, SMARTLIGHT=YES.	EA	4.99000	0.00	0.00

### CONTRACT TERMS AND ADDITIONAL INFORMATION

THIS CONTRACT IS ISSUED IN ACCORDANCE WITH THE STATE OF VERMONT RFP FOR LED LAMPS AND FIXTURES ISSUED MAY 29, 2013 AND VENDOR'S RESPONSE DATED JUNE 20, 2013.

STATE OF VERMONT ATTACHMENT C: STANDARD STATE CONTRACT PROVISIONS DATED NOVEMBER 7, 2012 AND ATTACHMENT D: COMMODITY PURCHASES TERMS AND CONDITIONS DATED NOVEMBER 10, 2010 ARE ATTACHED AND INCORPORATED AS PART OF THIS ORDER.

TERMS: NET 30 DAYS

CONTRACT PERIOD: THIS CONTRACT IS WRITTEN FOR AN INITIAL TWO (2) YEAR TERM, WITH OPTIONS TO EXTEND FOR TWO ADDITIONAL ONE-YEAR PERIODS UPON MUTUAL AGREEMENT OF BOTH PARTIES.

QUANTITY: THE ANNUAL VALUE AND QUANTITIES ARE ESTIMATED ONLY BASED ON PRIOR USAGE; ACTUAL PURCHASES MAY BE HIGHER OR LOWER DEPENDING ON THE STATE'S NEEDS. THE CONTRACT MAXIMUM IS NOT REFLECTIVE OF ACTUAL USAGE.

DELIVERY: RESPONSIBILITY FOR PRODUCT DELIVERY REMAINS WITH THE CONTRACTOR UNTIL THE PRODUCT IS PROPERLY DELIVERED AND SIGNED FOR IN ACCORDANCE WITH THE OFFICE OF PURCHASING & CONTRACTING TERMS AND CONDITIONS. SHIPMENTS SHALL BE SECURELY AND PROPERLY PACKED, ACCORDING TO ACCEPTED COMMERCIAL PRACTICES, WITHOUT EXTRA CHARGE FOR PACKING CASES OR OTHER CONTAINERS. SUCH CONTAINERS WILL REMAIN THE PROPERTY OF THE STATE UNLESS OTHERWISE STATED. DELIVERED GOODS THAT DO NOT CONFORM TO THE SPECIFICATIONS OR ARE NOT IN GOOD CONDITION UPON RECEIPT SHALL BE REPLACED PROMPTLY BY THE CONTRACTOR.

AVAILABILITY: DELIVERY SHALL BE WITHIN 2-4 DAYS FROM THE RECEIPT OF ORDER.

PRICING: ALL EQUIPMENT PRICING IS TO INCLUDE F.O.B. DELIVERY TO THE ORDERING FACILITY. NO REQUEST FOR EXTRA DELIVERY COST WILL BE HONORED. ALL EQUIPMENT SHALL BE DELIVERED ASSEMBLED, SERVICED, OILED, AND READY FOR IMMEDIATE USE, UNLESS OTHERWISE REQUESTED BY THE PURCHASING AGENCY.

QUALITY: ALL PRODUCTS PROVIDED UNDER THESE AGREEMENTS WILL BE NEW AND UNUSED, UNLESS OTHERWISE STATED. FACTORY SECONDS OR REMANUFACTURED PRODUCTS WILL NOT BE ACCEPTED UNLESS SPECIFICALLY REQUESTED BY THE PURCHASING AGENCY. ALL PRODUCTS PROVIDED BY THE CONTRACTOR MUST MEET ALL FEDERAL, STATE, AND LOCAL STANDARDS FOR QUALITY AND SAFETY REQUIREMENTS. PRODUCTS NOT MEETING THESE STANDARDS WILL BE DEEMED UNACCEPTABLE AND RETURNED TO THE CONTRACTOR FOR CREDIT AT NO CHARGE TO THE STATE.

METHOD OF ORDERING: PURCHASE ORDERS MUST BE USED TO ORDER ITEMS AVAILABLE UNDER THIS CONTRACT. IF VERBAL ORDERS ARE GIVEN A CONFIRMING PURCHASE ORDER MUST BE ISSUED.

INVOICING: ALL INVOICES ARE TO BE RENDERED BY THE CONTRACTOR ON THE VENDOR'S STANDARD BILLHEAD AND FORWARDED DIRECTLY TO THE INSTITUTION OR AGENCY ORDERING MATERIALS OR SERVICES AND SHALL SPECIFY THE ADDRESS TO WHICH PAYMENTS WILL BE SENT.

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CANCELLATION: THE STATE SPECIFICALLY RESERVES THE RIGHT TO CANCEL THE CONTRACT, OR ANY PORTION THEREOF, IF, IN THE OPINION OF ITS COMMISSIONER OF BUILDINGS AND GENERAL SERVICES, THE SERVICES OR MATERIALS SUPPLIED BY THE CONTRACTOR ARE NOT SATISFACTORY OR ARE NOT CONSISTENT WITH THE TERMS OF THE CONTRACT

DEFAULT: IN CASE OF DEFAULT OF THE CONTRACTOR, THE STATE MAY PROCURE THE MATERIALS OR SUPPLIES FROM OTHER SOURCES AND HOLD THE CONTRACTOR RESPONSIBLE FOR ANY EXCESS COST OCCASIONED THEREBY, PROVIDED, THAT IF PUBLIC NECESSITY REQUIRES THE USE OF MATERIALS OR SUPPLIES NOT CONFORMING TO THE SPECIFICATIONS THEY MAY BE ACCEPTED AND PAYMENT THEREFORE SHALL BE MADE AT A PROPER REDUCTION IN PRICE.

REPORTING REQUIREMENTS: CONTRACTORS WILL BE REQUIRED TO SUBMIT QUARTERLY PRODUCT SALES REPORT TO THE PURCHASING AGENT PURSUANT TO THE SCHEDULE BELOW. EACH REPORT MUST CONTAIN THE FOLLOWING INFORMATION: CONTRACT NUMBER; USING DEPARTMENT'S ADDRESS, CONTACT NAME, AND TELEPHONE NUMBER; PRODUCT ORDERED; QUANTITY ORDERED; QUANTITY SHIPPED; AND PRICE CHARGED, WITH TOTALS FOR EACH PRODUCT FOR EACH REPORTING PERIOD. WE RESERVE THE RIGHT TO REQUEST ADDITIONAL INFORMATION OR TO MODIFY THE REPORTING PERIODS.

REPORTING PERIODS: QUARTERLY REPORTS MUST BE SUBMITTED IN ACCORDANCE WITH THE FOLLOWING SCHEDULE:

REPORTING PERIOD: JANUARY 1 TO MARCH 31 - REPORT DUE APRIL 15

REPORTING PERIOD: APRIL 1, TO JUNE 30 - REPORT DUE JULY 15

REPORTING PERIOD: JULY 1 TO SEPTEMBER 30 - REPORT DUE OCTOBER 15

REPORTING PERIOD: OCTOBER 1 TO DECEMBER 31 - REPORT DUE JANUARY 15

Note. A copy of these reports will also be submitted to Efficiency Vermont at the address below:

Efficiency Vermont  
Attn: Phil Bickel  
128 Lakeside Avenue  
Suite 401  
Burlington, VT 05401

CONTRACT TERMS: THIS CONTRACT WILL BE SUBJECT TO REVIEW THROUGHOUT ITS TERM. THE STATE WILL CONSIDER CANCELLATION UPON DISCOVERY THAT A VENDOR IS IN VIOLATION OF ANY PORTION OF THE AGREEMENT, INCLUDING AN INABILITY BY THE VENDOR TO PROVIDE THE PRODUCTS, SUPPORT, AND/OR SERVICE OFFERED IN THEIR RESPONSE.

VERMONT STATE COLLEGES: THIS CONTRACT IS ALSO AVAILABLE FOR USE BY THE UNIVERSITY OF VERMONT AND THE VERMONT STATE COLLEGES INC., A SEPARATE CORPORATION, HAVING UNDER ITS JURISDICTION CASTLETON STATE COLLEGE, JOHNSON STATE COLLEGE, LYNDON STATE COLLEGE, COMMUNITY COLLEGE OF VERMONT, AND THE VERMONT TECHNICAL COLLEGE.

TOWNS AND SCHOOLS OF THE STATE OF VERMONT: AT THE BIDDER'S ELECTION POLITICAL SUBDIVISIONS AND INDEPENDENT COLLEGES OF THE STATE MAY PARTICIPATE IN STATE CONTRACTS AT THE SAME PRICES, TERMS AND CONDITIONS. ITEMS FURNISHED TO POLITICAL SUBDIVISIONS AND INDEPENDENT COLLEGES WILL BE BILLED DIRECTLY TO AND PAID FOR BY THE POLITICAL SUBDIVISIONS OR INDEPENDENT COLLEGES AND NEITHER THE STATE NOR ITS COMMISSIONER OF BUILDINGS AND GENERAL SERVICES PERSONALLY OR OFFICIALLY ASSUMES ANY RESPONSIBILITY FOR THESE PAYMENTS.

AGENCIES & DEPARTMENTS ARE REQUESTED TO ADVISE THE PURCHASING AGENT AT ONCE OF THE FAILURE ON THE PART OF THE CONTRACTOR TO FULFILL ANY OF THE TERMS OR CONDITIONS OF THIS CONTRACT.

PLEASE REFER TO THE ASSIGNED CONTRACT NUMBER/PURCHASE ORDER # ON ALL CORRESPONDENCE, DELIVERY DOCUMENTS AND INVOICES.

All LEDs furnished under this contract shall be either Design Lights Consortium or ENERGY STAR approved fixtures.

In an effort to remain current with the industry and in procuring the most environmentally preferable products, contractor shall introduce new, improved LEDs for consideration throughout the term of this contract.

It is preferred that packaging for products supplied under this contract meet the following: reduced



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packaging, recycled paper products, soy-based inks, and chlorine-free paper stock.						

Collaboration with Efficiency Vermont: The State of Vermont and Efficiency Vermont have created a system where rebates are paid to the state for qualifying energy-efficient lighting equipment, based on quarterly sales data. Contractor shall track sales of all lighting equipment sold to the state, by district or agency, and provide the sales data to Efficiency Vermont on a quarterly basis in spreadsheet format. The quarterly sales information shall include:

- The District or Agency the Product was sold to, and name of the Person making the Purchase
- The Invoice date
- The Invoice number
- The Purchase Order Number or Description
- The Item Code of the Product Sold
- The Description and Model Number of the Product Sold
- The Quantity of Product Sold
- The Address of the Building Where Product will be Installed

The exception to this requirement shall be LED products that are covered by Efficiency Vermont's SMARTLIGHT program. Products sold through this program shall be reported to Efficiency Vermont through the established SMARTLIGHT reporting mechanisms.

For SMARTLIGHT eligible products, contractor shall offer the discounted price reflecting Efficiency Vermont's upstream incentives.

Contractor shall participate in the SMARTLIGHT program and will have a signed Memo of Understanding (MOU) with Efficiency Vermont. This MOU details the reporting requirements. Reporting requirements for the SMARTLIGHT program are as follows.

Contractor shall submit the following information using Efficiency Vermont supplied Excel spreadsheet for each Qualifying equipment sale:

- The date of each sale
- The type of Qualifying Equipment sold
- The quantity for each sale
- The invoice number for each sale
- The PO number or job name
- The end user, installation address, & phone number
- The billing name & billing address (contractor or end user)
- The customer type (residential or commercial)

### PERFORMANCE MEASUREMENTS

1. DELIVERY IS REQUIRED WITHIN TWO WEEKS OF ACCEPTANCE OF A PURCHASE ORDER, UNLESS THE CONTRACTOR HAS ADVISED THE CUSTOMER ON AN ALTERNATE DELIVERY SCHEDULE (EXAMPLE-LONGER LEAD-TIME DUE TO MANUFACTURING CYCLE WHEN ORDERED FROM OEM). THE ACCEPTABLE QUALITY LEVEL FOR ON TIME DELIVERY WILL BE 99%; THE CUSTOMER WILL REPORT ANY DELIVERIES THAT DO NOT MEET THE CONTRACTORS PROMISED DELIVERY DATE TO THE STATE CONTRACT MANAGER. CONTRACTORS DELIVERY PERFORMANCE WILL BE REVIEWED IN PERIODIC CONTRACT REVIEW MEETINGS BETWEEN THE STATE OF VERMONT (SOV) AND THE CONTRACTOR.

2. THE CONTRACTOR MUST COMPLETE THE REPORTING REQUIREMENTS OUTLINED IN THE RFP AND IN THIS CONTRACT, A FAILURE BY THE CONTRACTOR TO COMPLETE THEIR QUARTERLY REPORTING ON TIME IN TWO CONSECUTIVE QUARTERS WILL RESULT IN A CONTRACT REVIEW WITH POTENTIAL CONSEQUENCES AS SEVERE AS TERMINATION.

3. ORDERING - SUPPLIER MUST RESPOND TO CUSTOMERS REQUESTS FOR TECHNICAL INFORMATION, PRICING, AND DELIVERY INFORMATION WITHIN 48 HOURS OR LESS OF THE FIRST CONTACT BY THE CUSTOMER. THE CUSTOMER WILL REQUIRE A 99% COMPLIANCE TO THIS REQUIREMENT, WITH THE CUSTOMER REPORTING ANY CONTRACTOR NON-COMPLIANCE TO THE STATE CONTRACT MANAGER. THE CONTRACTORS CUSTOMER RESPONSE PERFORMANCE WILL BE REVIEWED IN PERIODIC CONTRACT REVIEW MEETINGS BETWEEN THE SOV AND THE CONTRACTOR.

# State of Vermont

Buildings and General Services  
Office of Purchasing & Contracting  
10 Baldwin St  
Montpelier VT 05633-7501  
USA

## CONTRACT



**Vendor ID 0000001569**  
**Walsh Electric Supply Co Inc**  
**Ethan Allen Industrial Park**  
**30 Champlain Dr**  
**Colchester VT 05446**  
**USA**

**Phone #: 802-655-7090**

<b>Contract ID</b> 0000000000000000000025619		<b>Page</b> 10 of 11
<b>Contract Dates</b> 11/01/2013 to 10/31/2015	<b>Origin</b> CPS	
<b>Description:</b> CPS-LED LAMPS & FIXTURES - EXT	<b>Contract Maximum</b> \$999,999.00	
<b>Buyer Name</b> Berini,Brian Jon	<b>Buyer Phone</b> 802/828-2217	<b>Contract Status</b> Approved

Line #	Item ID	Item Desc	UOM	Unit Price	Max Qty	Max Amt
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DELIVERY PERFORMANCE MEASURES: PENALTY MAY BE IMPOSED ON CONTRACTORS THAT HAVE CONTINUAL LATE DELIVERIES. THESE PENALTIES MAY INCLUDE BUT ARE NOT LIMITED TO CANCELLATION OF ORDERS, REQUEST FOR DISCOUNTED PRICING, NON-USE OF AN OFFENDING CONTRACTOR OR CANCELLATION OF THE CONTRACTOR'S CONTRACT. THE ACCEPTABLE QUALITY LEVEL FOR ON TIME DELIVERY WILL BE 99%; THE CUSTOMER WILL REPORT ANY DELIVERIES THAT DO NOT MEET THE CONTRACTOR'S PROMISED DELIVERY DATE OF THE OFFICE OF PURCHASING & CONTRACTING. CONTRACTOR'S DELIVERY PERFORMANCE MAY BE REVIEWED IN PERIODIC CONTRACT REVIEWING BETWEEN THE STATE OF VERMONT AND THE CONTRACTOR.

THE VISA PURCHASING CARD MAY BE USED AS A FORM OF PAYMENT UNDER THIS CONTRACT.

### SALES POC INFORMATION

JUSTIN KING  
802-655-7090  
jking@walshelectric.com

AMENDMENT-1 FEBRUARY 2014. AMENDMENT-1 ADDS THREE LINE ITEMS (21-23) FOR THE RUTLAND MULTIMODAL PARKING AREA.

STATE OF VERMONT ATTACHMENT C: STANDARD STATE CONTRACT PROVISIONS DATED NOVEMBER 7, 2012 AND ATTACHMENT D: COMMODITY PURCHASES TERMS AND CONDITIONS DATED NOVEMBER 10, 2010 ARE ATTACHED AND INCORPORATED AS PART OF THIS ORDER.

CONTRACTOR CERTIFIES UNDER THE PAINS AND PENALTIES OF PERJURY THAT AS OF THE DATE THIS AMENDMENT IS SIGNED, CONTRACT IS IN GOOD STANDING TO OR IN FULL COMPLIANCE WITH A PLAN TO PAY ANY AND ALL TAXES DUE THE STATE OF VERMONT.

AMENDMENT-2 OCTOBER 2014. AMENDMENT-2 ADDS LINE ITEM 24-51 FOR THE RUTLAND STATE POLICE BARRACKS AND AOT GARAGES. ALL OTHER PRICING, TERMS AND CONDITIONS REMAIN THE SAME.

STATE OF VERMONT ATTACHMENT C: STANDARD STATE CONTRACT PROVISIONS DATED SEPTEMBER 2, 2014 AND ATTACHMENT D: COMMODITY PURCHASES TERMS AND CONDITIONS DATED NOVEMBER 10, 2010 ARE ATTACHED AND INCORPORATED AS PART OF THIS ORDER.

CONTRACTOR CERTIFIES UNDER THE PAINS AND PENALTIES OF PERJURY THAT AS OF THE DATE THIS AMENDMENT IS SIGNED, CONTRACT IS IN GOOD STANDING TO OR IN FULL COMPLIANCE WITH A PLAN TO PAY ANY AND ALL TAXES DUE THE STATE OF VERMONT.

IF YOU HAVE ANY QUESTIONS REGARDING THIS DOCUMENT PLEASE CONTACT:

BRIAN BERINI  
SENIOR PURCHASING AGENT  
PHONE: 802-828-2217  
FAX: 802-828-2222  
brian.berini@state.vt.us

# State of Vermont

Buildings and General Services  
Office of Purchasing & Contracting  
10 Baldwin St  
Montpelier VT 05633-7501  
USA

## CONTRACT



**Vendor ID 0000001569**  
**Walsh Electric Supply Co Inc**  
**Ethan Allen Industrial Park**  
**30 Champlain Dr**  
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**Phone #: 802-655-7090**

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Line #	Item ID	Item Desc	UOM	Unit Price	Max Qty	Max Amt
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WE THE UNDERSIGNED PARTIES AGREE TO BE BOUND BY THIS CONTRACT

By the STATE of VERMONT

By the CONTRACTOR

Date: \_\_\_\_\_

Date: \_\_\_\_\_

Signature: \_\_\_\_\_

Signature: \_\_\_\_\_

Name: \_\_\_\_\_

Name: \_\_\_\_\_

Title: \_\_\_\_\_

Title: \_\_\_\_\_

Email: \_\_\_\_\_

Email: \_\_\_\_\_